

INSIDE SALES ACCOUNT EXECUTIVE



Job Description

This position is for aspiring sales professionals. As the 6th largest 3rd party logistics firm in the country, we at TQL are devoted to building our business with our sales efforts and we are looking for people interested in sales to rise to the challenge. We will provide all the training, tools, motivation, morale, and fun that you can handle. In turn, we ask that you provide us with your open mind and hard work ethic to learn to be one of the best Inside Sales professionals in the industry.

You begin as an Account Executive Trainee, learning the ins and outs of our industry...and getting an insider's view of what separates us from the competition. As you become more knowledgeable and confident, you will begin your quest to land clients and successfully manage the movement of their freight. You are working your own accounts and running your own desk...you are EMPOWERED to unleash your full-scale sales potential!

The reward for all your efforts and hard work? You get to work in a vibrant, fun, and exciting environment...and make cold, hard cash.

Job Features

- Competitive salary with all the benefits...and the opportunity to earn an uncapped and unlimited commission! Our Top 20 Sales Account Executives earn commissions as much as 5X their salary!
- Will become the most trusted and important sales contact for your clients...treating our clients with dignity and respect is vital to our competitive advantage!
- Our industry is a \$50 billion dollar industry. There is an unlimited amount of opportunity to build your business and build solid relationships with clients. We need YOU to help US take on the marketplace!



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Job Responsibilities

- Build a portfolio of clients by actively researching and seeking out prospects via sales calls
- Act as the liaison between the client, carrier, shipper, and receiver
- Develop solid relationships with clients by providing them with excellent customer service
- Negotiate fair rates with both your clients and carriers
- Manage the movement of the client's goods, ensuring that they are picked up and delivered on time to the client's satisfaction
- Locate carriers for negotiated loads
- Communicate at least twice a day with carriers during transport, from pick-up to delivery
- Accurately enter and maintain up-to-date information in our TQL-created database system
- Work quickly and effectively to resolve problems that may develop on load
- Contribute to the growth of the business by referring quality candidates into the hiring process

Qualifications for Success

- Have an open mind...we want to teach you our proven version of successful sales
- Scrappy, hard working—"you don't take no for an answer!" attitude
- Strong work ethic and a fast learner
- Effective negotiation skills and knowledge of the art of persuasion
- Have the ability to be self-motivated and self-directed with excellent problem solving skills
- Strong written and verbal communication skills

Job Requirements

- College degree preferred
- High School Diploma or equivalent with 2 years full-time work experience
- Uncontrollable drive and desire to become a successful Inside Sales Account Executive with TQL.

